

# **The Power of Sharing VA-DoD Conference JIF Update and Tips on Developing JIF Proposals**

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June 3, 2009



# Joint Incentive Fund Update

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- JIF now in 7<sup>th</sup> year of implementation.
- Current Authority expires September 30, 2010.
  - Proposed legislation, S.3713, from Senator Durbin will extend JIF to 2020 and allow use of JIF to fund operation of the FHCC at North Chicago.
- Approved and funded 81 projects to date.
- Quarterly Interim Progress Reports (IPR) are required on all ongoing projects until completion.
- Progress reviewed quarterly by Financial Management Workgroup.



# Joint Market Opportunities JIF-III

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- Both Departments were able to deposit an additional \$30M each into the JIF at the close of FY 2008.
- Large portion set aside to fund projects at the four accelerated Joint Market Opportunity (JMO) sites (Hawaii, Denver, Biloxi and Las Vegas).
- Those proposals have been scored and are pending approval by the Health Executive Council.



# Joint Incentive Fund 2009



DoD received Congressional add of \$4 million for JIF projects focusing on research to establish new models of health care delivery to aging Servicemembers, to understand interactions between TBI and cognitive aging, and to enhance the presence of gerontology and age related medical issues throughout VA and DoD. The call for proposals asked specifically for these types of projects.

- DoD's deposit for FY 2009 included this \$4M in addition to the normal \$15M; VA deposited \$15M
- FY 2009 projects have been scored by the FMWG and are pending review by the Health Executive Council.



# JIF Guide

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- New guide – authored by CAPT Jenkins
- Available on the DVPCO website



# Add JIF to Your Toolbox

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- The JIF program is a great addition to your toolbox
- Keep a running list of potential projects... think unfunded requirement
- Start *jointly* developing proposals early... the call for proposals shouldn't come as a surprise!





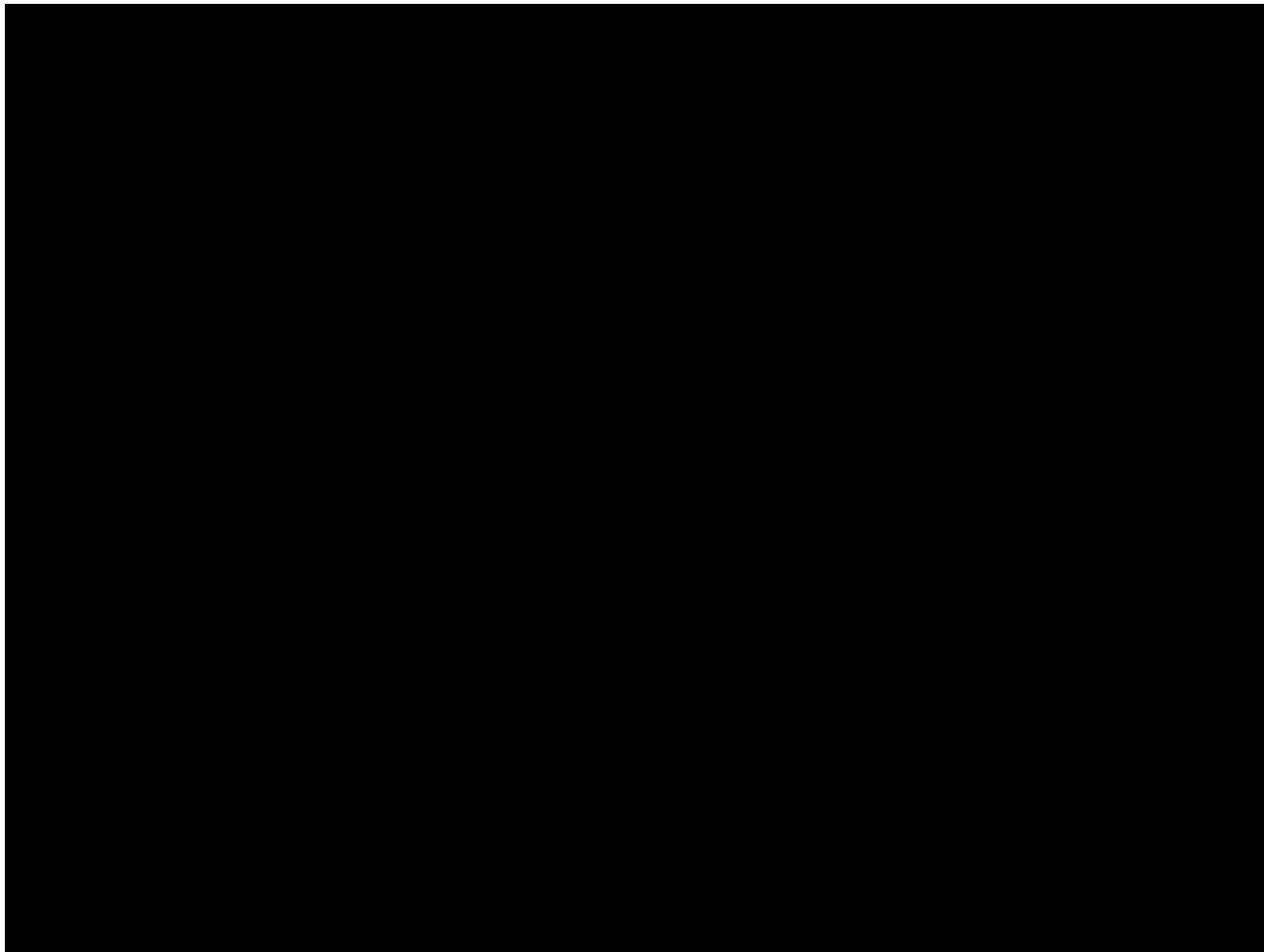
# Getting Started

- Starting early is the key...last minute proposals tend not fair well in competition for funds
- Identify a lead partner
- Don't reinvent the wheel!
  - Approximately 80 JIF projects have been funded since FY04. There's a good chance some are similar to your initiative
- Discuss/identify major pitfalls and roadblocks up front...this may save you a lot of time and effort





# Mutually Beneficial





# Know the Scoring Criteria

<b>JIF Scoring Criteria</b>	
<b>Factor</b>	<b>Weighting</b>
Improves Quality of Care	20%
Mission Priority Corporate Direction	10%
Improves Access to Care	20%
Return on Investment	10%
Measurable Performance Data Identified	10%
Support VA/DoD Strategic Plan	10%
Size and Scope of Impact	10%
Other Intangible Benefits	10%



# Proposal: State your case

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- The JIF is seed money. Consider your audience as potential investors looking for the most effective use of their capital.
- Answer the 5W's, be persuasive, and highlight desired outcome.
- Peak your audience's interest from the start
  - Show a thorough understanding of the impact
  - Site statistics (i.e. purchased care savings, access to care, research, quality outcomes)
  - Display graphics if applicable
  - Be clear about the initiatives sustainability





# Proposal: The Meat

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- Proposal should be professional in content and presentation
  - Must use standard template provided
- Develop realistic/measurable tangible benefits and clearly articulate intangible benefits
- Demonstrate due diligence throughout the proposal...well thought out answers
- Make sure financial data in written proposal and BCA are the consistent





# Proposal: The Conclusion

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- Sustainability, sustainability, sustainability
  - Be clear on what your sustainment tail will be and how you will fund it after JIF dollars are exhausted
- Demonstrate leadership support. Some proposals go as far as including quotes from leadership and/or local service organizations
- Make sure your performance metrics are measurable





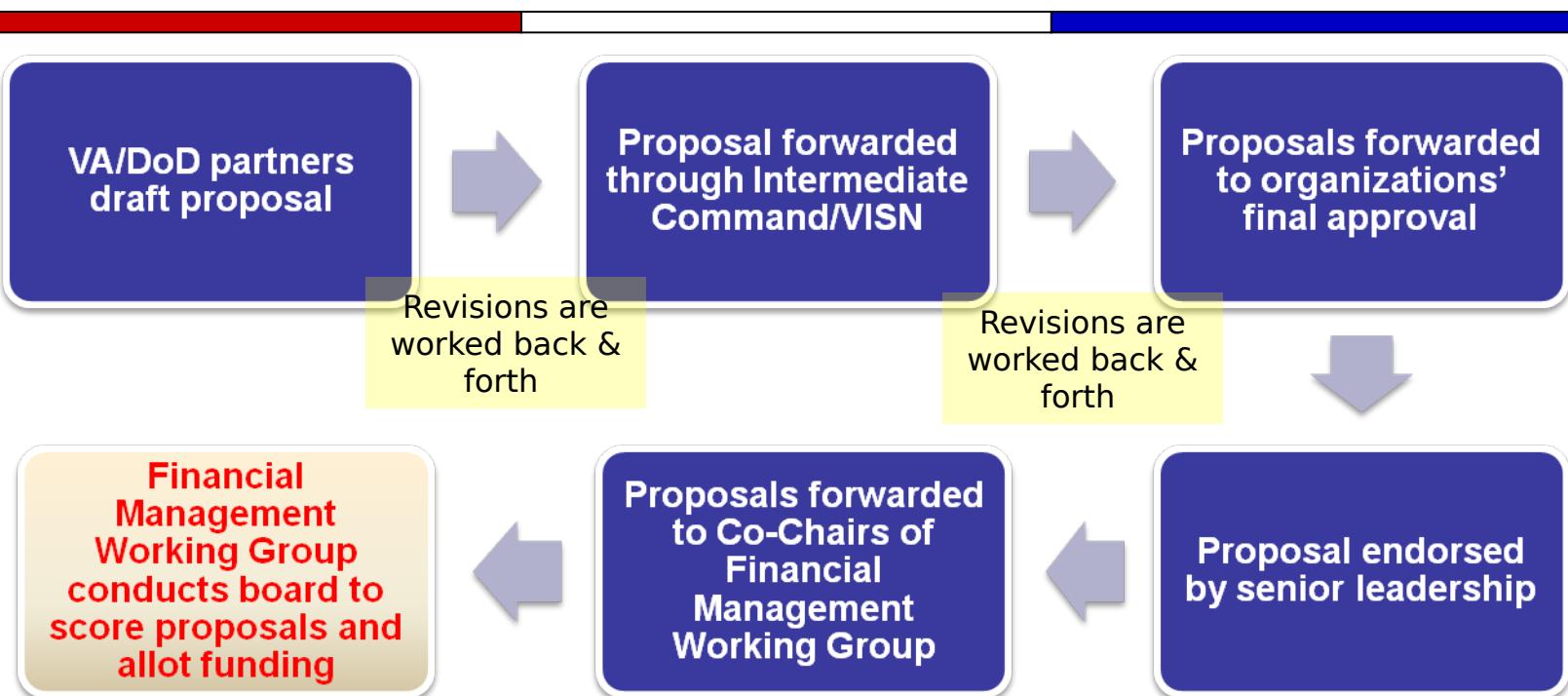
# Business Case

- Due diligence is the key
- Accurate cost estimates and funding requirements
- Projected benefits should be based off of valid sources of information (i.e. historical data)
- Anticipate that start up and achieved benefit will take time
- ROI is not the only factor in scoring proposals...accuracy is the goal





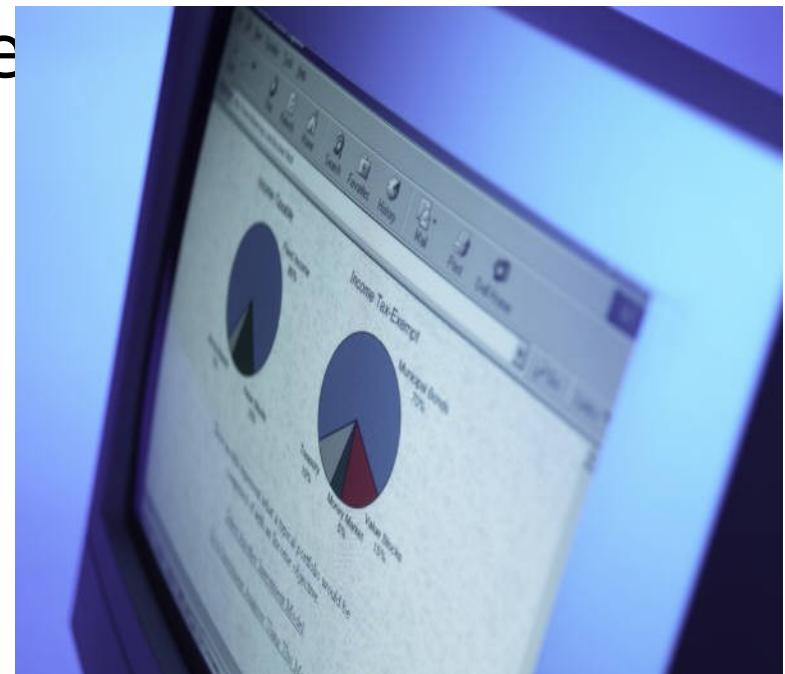
# Submission Process





# Post Selection

- Begin working through your sharing agreement
- Interim progress reports
- Finalized sharing agree





# Lessons Learned

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- If your initiative is highly involved in one particular area of operation (i.e. cardiology, radiation oncology, IM/IT), coordinating with your organization's experts in that area is a must.
- Anticipate recruiting challenges for professional staff. Develop alternatives.
- Take the time to obtain realistic cost estimates before submission of a proposal.
- Do not combine several initiatives into one proposal. Simple, verifiable projects with good supporting data have a better chance of being selected.



# Lessons Learned

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- Take the time in the beginning to develop a solid proposal and think through operational level details in close coordination with your sharing partner. Projects which transform into something different between scoring rounds have less chance of being selected.
- Projects involving IM/IT systems should ensure that they are congruent with corporate direction and do not duplicate the ongoing work.
- Alternatives to Bag 1/Bag 2 transfer (i.e. VA as network provider).



# Resources

## Your organizations DoD/VA Program Office

- *DoD/VA Program Coordination Office:*  
<http://www.tricare.mil/DVPCO/default.cfm>
- *Air Force/VA Resource Sharing Program Office:*  
<https://kx.afms.mil/dodvasharing>
- *AMEDD/VA Healthcare Resource Sharing Program:*  
<http://vadodrs.amedd.army.mil/>
- *Bureau of Medicine and Surgery (BUMED):*  
<http://navymedicine.med.navy.mil/bumed/>
- *VA/DoD Health IT Sharing Program:*  
<http://www1.va.gov/vadodhealthitsharing/>
- *DoD/VA Joint Strategic Plan FY 1008-2010:*  
<http://www.tricare.mil/DVPCO/downloads/JSP%20FY08-10%20revised%20by%20VA%203-14-08.pdf>